



USAID-COMPETE PARTNER FUNDING SUPPORT TO EAGC

MONTHLY REPORT-JULY 2011

Introduction

This report from Eastern Africa Grain Council (EAGC) is for the month of July 2011 covering the achievements under USAID-COMPETE funding support to EAGC. The following are the highlights of the report:

1. INSTITUTIONAL STRENGTHENING
 - EAGC Board Meetings
 - Regional and Country Operations
 - Implications of 2010/11 Budgets for EAGC members and other Grain Stakeholders
2. PROGRAM ACTIVITIES AND ACHIEVEMENTS
 - Market Institutions Established and Strengthened
 - i. Support to Warehouse Receipt System
 - Agricultural Information Generation, Dissemination and Networking Systems Strengthened
 - i. RATIN
 - Grain Value Chain Stakeholder Capacity Built
 - i. STS Trainings in Tanzania, Uganda and Kenya
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 - iii. Preparation for African Grain Trade Summit
 - Enabling Environment for Grain Trading Created
 - i. Policy Influencing in Tanzania
3. Summary of Achievements against Grant Activities as at 31st July 2011

1. INSTITUTIONAL STRENGTHENING

1.1 EAGC Board

On 25th July 2011, board committees representing programs and Projects (PP) and Corporate and Membership (CM) held meetings to deliberate on progress in their respective components. This ensued the board meeting that was held on 27th July 2011 in Nakuru. The Board has been very supportive to the Secretariat and the Country offices especially in the execution of the EAGC's program activities.

1.2 Regional and Country Operations

Through the USAID COMPETE Grant, the three country offices in Kenya, Uganda and Tanzania were fully operational. In this regard, EAGC continued to deliver services to its members and stakeholders

across the region. In Kenya, EAGC recruited Commercial Bank of Africa (CBA) into its membership while some other organizations have been approached to join EAGC.

1.3 Implications of 2010/11 Budgets for EAGC members and other Grain Stakeholders

The Council held a special EAC Countries' Budget Synopsis breakfast meeting for the members and other stakeholders in Kenya at the Hilton hotel on the 11th July 2011. The session gave an in-depth analysis of the budgets in Rwanda, Kenya, Tanzania and Uganda from the Agricultural and Economic perspective and highlighted the implications of the 2011/12 EAC regional budgets on the grain sector.



EAGC members and other stakeholders during the budget synopsis meeting at Hilton hotel on 11th July 2011

2. PROGRAM ACTIVITIES AND ACHIEVEMENTS

2.1 Market Institutions Established and Strengthened

2.1.1 Support to Warehouse Receipt System

In Kenya, EAGC commissioned Audit Control & Expertise (ACE) to inspect Lesiolo Grain Handlers Ltd for WRS certification in readiness to receive wheat into WRS. The wheat is expected into the storage facility in August and September. The facility is suitable for both wheat and maize and can handle up to 50,000bags (90 kg).

In Tanzania, EAGC is partnering with TWLB to support harmonization of rules and protocols for WRS operations in Tanzania. EAGC facilitated monthly WRS working group meeting on 20th July 2011 in TWLB offices where the ToR for a consultant to review challenges affecting TWLB as an institution and WRS in general was discussed.

2.2 Agricultural Information Generation, Dissemination and Networking Systems Strengthened

2.2.1 RATIN

EAGC continued to provide market information through RATIN. The site was kept updated with daily price information for maize, sorghum, millet, beans rice and wheat commodities throughout the period. A total of 18 markets (8 in Tanzania, 6 in Kenya, 4 in Uganda and 4 in Rwanda) were monitored.

During the same period, the first edition for 2011 of the GRAIN news was released and circulated to all our members. In addition, STS manual brochures were also circulated during the 2011 Business Fair in Nakuru.

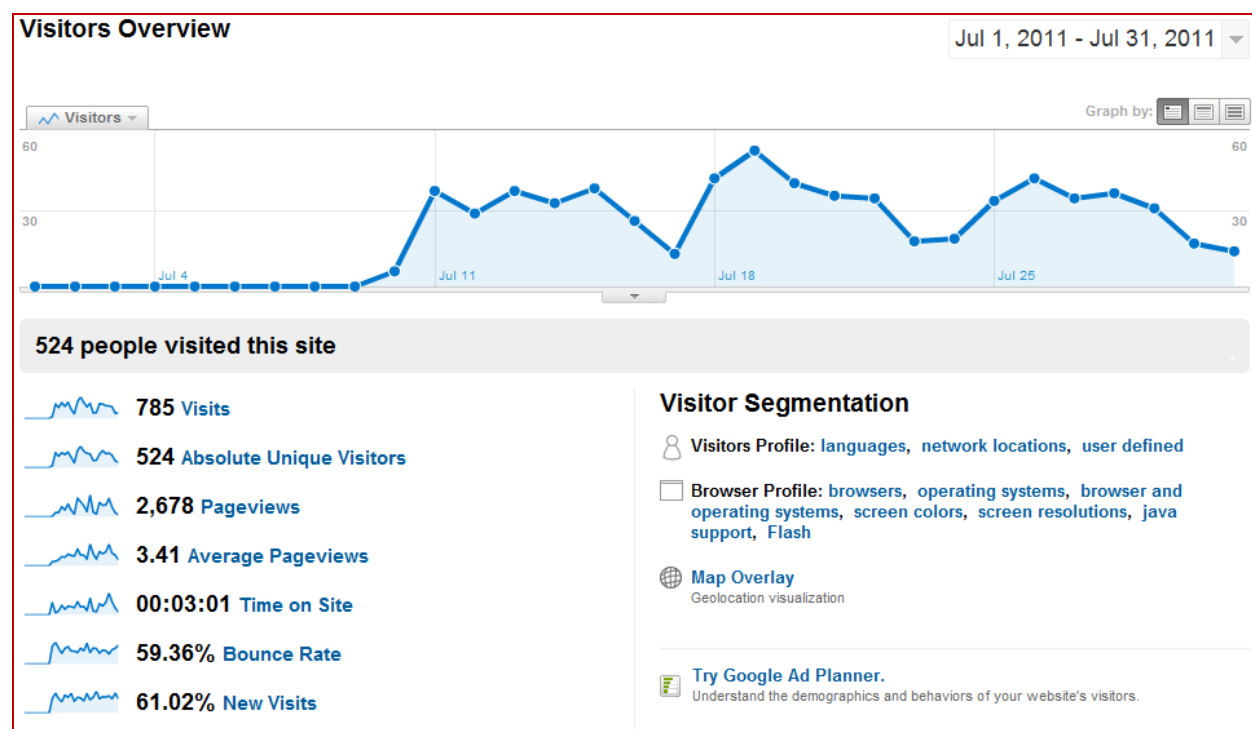
MIS Consultant; engaged to harmonize data collection methodology in the region with the final report and regional validation workshop expected is late September.

Regional Food balance sheet; Standing Committees formed in all the five EAC countries. Private sector meetings scheduled to pool data toward the respective national balance sheets.

Regional meeting slated for 1st & 2nd September.

IT Consultant was engaged to carry out a systems/network assessment and analysis and hand in a report. The report has been developed and is being considered by management for implementation.

EAGC/MAS Collaboration ; A number of meetings have been held between EAGC and the Market Analysis Subgroup of the Food Security and Analysis Working Group with a view to forge collaboration on data collection, analysis and dissemination. Terms of engagement are currently under consideration.



2.3. Grain Value Chain Stakeholder Capacity Built

2.3.1 STS Training

The Uganda TOT workshop on STS is scheduled for 10th August 2011 at Dolphin Suites, Kampala. A total of 46 trainees have been shortlisted through nomination forms and resource persons have identified.

The Tanzania STS training that took place on 28th June 2011 has now moved out into district levels. Through Techno Serve Tanzania, the Southern Zone Training Cluster conducted the Post Harvest Management & Storage training in Mbeya.

EAGC conducted trainings on STS during the 9th Agribusiness Fair in Nakuru on 28th & 29th July 2011. A total 280 farmers registered at the EAGC stand. The trainings comprised of Post Harvest Management and Storage, Standards and grading (EAC Maize standards), Trading contracts, Market information and Warehouse Receipt System.

2.3.2 Annual Agribusiness Fairs

The 9th edition of the Agribusiness Fair in Kenya took place on 28th and 29th July 2011 in Nakuru. The 2 day event was attended by 65 exhibitors and approximately 6000 farmers. The event was rated successful compared to the last year's which was attended by 57 exhibitors and 7000 farmers for 3 days. The Fair was organized by EAGC in partnership with CGA and Rift valley institute of Science & Technology (RVIST).



Dr. Ken Kambona (middle) of USAID/REGI presenting a certificate of participation to Mr. Hugo Wood (Left) of Olerai Farm during the Fair, looking on is Mr. Steve Humphreys of USAID-COMPETE.

Overview of Kenya's Agribusiness Fair

Exhibitors Mobilization

A total of 65 exhibitors excluding EAGC, CGA and RVIST participated as compared to last year's 57

exhibitors.
<p>▪ Farmers Mobilization</p> <p>The estimated number of farmers was 6000 for 2 days.</p>
<p>▪ Publicity</p> <p>Advertising was put in place appropriately and this was conducted through both electronic and print media.</p> <ul style="list-style-type: none"> ○ Radio mentions were placed to run on KBC Idhaa ya Taifa, Coro FM and Radio Mwananchi in Nakuru- objective was met as farmers at the fair said to have heard about them, hence the reason as to why they had attended the fair. ○ Three half page newspaper adverts were placed on the Daily Nation on the 5th, 12th and 19th July- through this adverts, we got many enquiries and a total of 5 new exhibitors. ○ Banners were placed in Nakuru town- on Kenyatta Avenue and at the RVIST entrance. ○ Fliers and Posters were distributed and posted in Nakuru town and its environs as well as during other events that took place before the fair including various farmers field days in different towns. ○ Road Show was a huge success, having conducted a 2 day road-show in Nakuru and its environs with a total of 3,000 fliers and 1,800 posters were distributed throughout these regions.
<p>▪ Corporate Networking Dinner</p> <p>It was very successful attended by 71 representatives of organizers and the companies exhibiting at the Fair. This was an excellent opportunity for informal interaction. The networking dinner that involved team building exercise coupled with food, music and entertainment were equally enjoyable.</p>
<p>▪ Sponsorship</p> <p>We managed to get 2 sponsors;</p> <ol style="list-style-type: none"> 1. Unga Holdings sponsored Ksh. 500,000 2. Commercial Bank of Africa Ksh. 100,000
<p>▪ Business fair directory</p> <p>The directory had a different look and design which the exhibitors liked a lot.</p>
<p>▪ Demonstration site</p> <p>Good looking demo plots. A total of 150 plots allocated to seed companies and other organizations that showcased different crop varieties including maize, wheat, sorghum, legumes, vegetables, oil crops and pasture.</p>



Entertainers during the Road Show



A section of the Exhibition Area

In Tanzania, preparation to host the 1st Agribusiness Fair in Arusha is ongoing. The Request for proposals (RFPs) was circulated earlier by Tanzania office and three event organizers responded to it. The event organizers were asked to visit the Kenya's Agribusiness Fair in Nakuru so they understand what it entails. The Tanzania Agribusiness Fair will take place at Selian Agricultural Research Institute (SARI).

2.3.2 African Grain Trade Summit

The 4th African Grain Trade Summit is slated for 13th-14th October 2011 at Munyonyo Speke Resort in Kampala, Uganda. The technical and host country committees have been formed. In the month of July, two technical committee meetings were held to deliberate on TOR for the committee and allocate duties to members of the committee. The committee also explored the possibilities of how to raise sponsorship for the summit.

2.4 Enabling Environment for Grain Trading Created

2.4.1 Policy Influencing in Tanzania

EAGC Tanzania in partnership with the Tanzania Agriculture Partnership (TAP) and FAO SHFS project organised a policy meeting on 28th July, 2011. The meeting was convened by Agriculture Non-State Actors Forum (ANSAF) and it took place at Concern World Wide offices in Dar es Salaam. The objectives of the policy meeting was to discuss and analyse the effect of the newly established Cereals and other Produce Board to the Grain Industry as well as agreeing on other national agricultural development policies that need lobbying for their review. The representatives from the Ministry of Agriculture Food Security and Cooperatives Feed the Future Policy component-Tanzania and Agriculture Council of Tanzania attended.

Summary of Achievements against Grant Activities as at 31st July 2011

Task / Title	Task description	Grant Financed Resources Required	Non-grant-Financed Resources Required	Start – End date	Milestones of Achievement	Achieved to date
1.0 Institutional Strengthening	1.1 Recruit membership in ESA countries	-Salaries for EAGC support staff -Office rent -Office operational costs	-Secretariat and country offices -EAGC support staff	March 2011 – December 2012	Increased membership in Tanzania, Kenya and Uganda. Increased active membership in Ethiopia, Rwanda, Malawi and Zambia.	Membership Recruitment: 3 new members in Kenya, 1 member in Tanzania. Registration of EAGC Rwanda Chapter is underway. Six (6) organizations in Rwanda are willing to join EAGC
	1.2 Deploy competent staff at Secretariat and Country offices	-Salaries for EAGC staff -Office rent -Office operational costs	-Secretariat and country offices -EAGC staff -Collaborating institutions	March 2011 – December 2012	Formalised relationships with local partners with established national level focal points for increased EAGC activities	MOU signed with CGA on STS activities targeting farmers MOU signed with CGA and RVIST on Agribusiness Fair Other partnerships that are yet to be formalised are: <ul style="list-style-type: none"> • Partnership between EAGC and FAO Southern Highlands Project in Tanzania • Partnership between EAGC and TWLB on WRS in Tanzania • Partnership between EAGC and Techno

	uniform data template,	-Funds for hosting MIS meeting and training workshops -Funds for MIS team travel	-Collaborating institutions -MIS staff			
	a. Establish and present current Regional Food Balance Sheet	-Salary for program staff -Funds for hosting MIS meeting -Funds for MIS team travel	-Collaborating institutions -MIS staff	March 2011-Dec. 2012	National Consultative groups in seven countries Quarterly Food Balance Sheets	Standing Committees formed in all the five EAC countries. Private sector meetings scheduled to pool data toward the respective national balance sheets Regional meeting slated for 1 st & 2 nd September
4.0 Grain Trade Summit;	Grain Trade Summit held emphasising the regional integrated WRS and relaunching of new RATIN	-Event organizer fee -Funds for hiring the conference facilities -Funds for EAGC staff & Speakers travel	- External event organizers - Summit venue -Guest speakers -Collaborating institutions -Sponsors and delegates	April – October 2011	Regionally integrated WRS with regional operating model and licensing / certification process. Expanded RATIN that is a network of choice in the region for the provision of commodity marketing information	Venue, and Date have been confirmed Event organizer recruited and engaged. Technical Committee and Host Country Committee were formed to support the Grain Summit Theme and topics have been identified and are currently under review by the technical committee before they are circulated the stakeholders. <i>Theme: “Accelerated Grain Trade in Africa; Opportunities for Strategic Partnerships ”</i> Tentative topics: 1. Investment across grain value-chain though

						Public-Private Partnerships (PPPs) <ol style="list-style-type: none"> a. Opportunities for Investments b. Attracting Private Investors to African Public-Private Partnerships 2. Private sector involvement in public sector trade policy development & reforms <ol style="list-style-type: none"> a. Stimulating private sector involvement in policy formulation 3. Regional integration <ol style="list-style-type: none"> a. Development of Regional Food balance Sheet for Food Security b. Facilitation of Bilateral trade across neighbouring countries in EAC
5.0 Agribusiness Fairs	Support two business fairs in Kenya and Tanzania: -One training on structured trading system to be conducted.	-Event organizer fee -Funds for hosting business fairs -Funds for EAGC staff travel	- External event organizers - Business Fair venues -Collaborating institutions -Sponsors and exhibitors	March – September 2011	Stakeholders are trained on STS basics (WRS, grains standards, MIS, alternative storage methods, regional rules of trade and conflict resolutions. Traders within East Africa establish inter regional business contacts and relationships.	STS brochure on STS basics (WRS, grains standards, WRS, MIS and Trade contracts) developed and published. The brochure was used to train farmers during the 9 th Agribusiness Fair in Nakuru, Kenya. EAGC recorded 280 farmers who received training on the issues. Agribusiness fair held in Kenya on 28 th -29 th July 2011 with 65 exhibitors and about 6000 farmers attending. Tanzania team is preparing for the Fair in Arusha and the proposals from Event Organizers have been received. The Event Organizers who applied were asked to visit the Kenya event to understand how it's done then revise the proposals.

6.0 Institutionalise Harmonised Regional Grains standards	Development of harmonised grain standards, printing media awareness campaign and supporting national government and regulatory authorities in the adoption and planning for rollout of standards	<ul style="list-style-type: none"> -Salary for program staff -Funds for national and regional consultative meetings -Funds for creating awareness 	<ul style="list-style-type: none"> -External Technical Assistance on Trade policy issues -Collaborating institutions -STS staff 	May – 2011 September 2012	Grain standards in the region harmonised enhancing interregional trade. Standards at national level adopted by the government and regulatory authorities and are rolled out from Macro to Micro levels.	22 standards have been approved for adoption by EAC. EAGC will embark on awareness campaigns once official communication from EAC is done.
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